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Applicant's Declaration

**EXHIBIT Z**



1615 SOUTH 52<sup>ND</sup> STREET, TEMPE, ARIZONA 85281 (480) 449-8900 FAX (480) 449-8919

## NEWS RELEASE

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Contact

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Steven G. Mihaylo, Chairman, President and CEO (775) 954-1211  
Craig W. Rauchle, Executive Vice President and COO (775) 954-1200  
Norman Stout, Executive Vice President and CAO (480) 449-8900  
Jeff Ford, Vice President and CTO (480) 961-9000  
Jeanne Leckie, Vice President of Marketing (480) 961-9000

### INTER-TEL RELEASES UNIFIED COMMUNICATOR™ v2.0

*Presence Management, Call Handling Software Enables Customers to Control and Manage Incoming Calls through Multiple Endpoints*

**July 31, 2003, Tempe, Arizona...**Inter-Tel Incorporated (NASD: INTL), a leading provider of voice and converged communications solutions for small- to mid-size enterprises today announced the release of its Unified Communicator version 2.0 software, a presence management and call handling application that enables end users to prioritize how, when, where, and from whom they receive incoming calls. Unified Communicator 2.0 software can be accessed from both the desktop and remote locations via browser, WAP-enabled cell phone, wireless PDA, and speech recognition technology to direct calls to multiple endpoints, including analog, digital, IP and SIP phones, voice mail, cellular phones and wireless endpoints.

"Inter-Tel has always strived to deliver solutions-based tools designed to help businesses increase efficiency while leveraging their existing equipment and infrastructure" explained Craig Rauchle, chief operating officer of Inter-Tel. "Unified Communicator 2.0 software is intended to help improve business operations by enabling managers and staff to prioritize their incoming calls, so that important calls from customers, vendors and associates are not missed, regardless of the user's current location."

Intended to enable individuals to extend their presence and availability information to colleagues, partners, customers and vendors beyond their traditional work stations, Unified Communicator 2.0 software allows users to work and collaborate more efficiently in several environments, such as in the office, at a job site, home, or virtually any other location. Team members can create individual profiles on their desktops to identify and direct incoming calls according to their specific circumstances. When the status of an individual changes, such as "attending a lunch meeting" or "at a customer site," he or she can change their profile from their desktop or remotely via browser, WAP-enabled cell phone, wireless PDA, or telephone via touchtone and/or speech recognition technology, to reflect that change and route calls appropriately. Additionally, Unified Communicator 2.0 software features a centralized database, providing users with ready access to key contact information, from the office, home or remote locations.

Unified Communicator 2.0 software is designed to allow end users to:

- Receive mission-critical calls by routing them to specific locations, including desktop and mobile phones, and voice mail,
- Inform callers regarding availability and status through customized greetings that can be personalized based on the calling party,
- Improve collaboration and workflow by implementing routing rules to efficiently handle incoming calls based on who is calling, when they are calling, and the user's current availability and location,
- Enhance customer satisfaction by seamlessly directing calls to available staff to address urgent needs, and
- Reduce distractions by redirecting lower priority calls to voice mail or personal assistants.

## **Page 2...Inter-Tel Release Unified Communicator 2.0**

In addition, Unified Communicator 2.0 software supports the transfer of all calls into one unified voice mail box, so that the user has a central location to retrieve calls, regardless if the profile directed a call to the desktop phone, a cellular phone, or wireless endpoint.

"In today's business environment, the mobility of the workforce has become increasingly important," said Jeff Ford, Inter-Tel's chief technology officer. "The challenge has been for customers and associates to remain connected during travel, meetings, and the other events that impact a normal business day. Unified Communicator 2.0 software is a user-friendly tool for employees to extend their presence and effectively manage their communications with their customers, colleagues and families, whether they are in their office, in an airport, or at a job site hundreds of miles away."

This news release contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Such statements are based on current assumptions that involve risks and uncertainties that could cause actual outcomes and results to differ materially. These risks and uncertainties include, among others, dependence on new product or software development; availability of inventory from suppliers; the presence of software "bugs" and market acceptance of Unified Communicator 2.0 and related software. For a further list and description of such risks and uncertainties which could cause the actual results, performance or achievements of the Company to be materially different from any future results, performance or achievements, please see the Company's previously filed SEC reports, including the company's Form 10-K, dated March 25, 2003 and most recent Form 10-Q dated May 12, 2003. Inter-Tel disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. All products and services mentioned are the trademarks, service marks, registered marks or registered service marks of their respective owners.

### **About Inter-Tel, Incorporated**

Inter-Tel (Nasdaq: INTL - news) is an Arizona-based corporation. Focused on the small- to medium-sized enterprise, Inter-Tel offers value-driven communications products; applications utilizing networks and server-based communications software; and a wide range of managed services that focus on voice & data network design and traffic provisioning, custom application development, and financial solutions packages that respond to business communications needs. An industry-leading provider, Inter-Tel employs over 1,700 people, and services business customers through a network of more than 50 direct sales offices and over 350 authorized dealers in the United States, United Kingdom and Asia. More information is available at [www.inter-tel.com](http://www.inter-tel.com) <<http://www.inter-tel.com>>.



Unified Communicator™ v2.0 Now Available

July 31, 2003

## Overview

Inter-Tel's Unified Communicator software has undergone significant changes that will surely excite you and your customers. This new version of Unified Communicator is far more advanced than version 1.0—featuring powerful functionality that will maximize the user experience and lower business costs.

Unified Communicator v2.0 is a powerful productivity tool designed to help stationary and mobile users effectively manage their communications, increase productivity and streamline business processes. Unified Communicator blends call features, routing rules, contacts, collaboration, availability and presence into a single converged application. Users interact with the software through a variety of methods including desktop phones, cell phones, personal computers, handheld organizers and speech recognition. With multiple user interfaces, users can access features and functionality no matter where they are located.

## Features At-a-Glance

- ◆ **Advanced Call Routing**
  - Enables a user to control how, when and where he/she is reached
- ◆ **Presence Management**
  - Monitors the availability, call status and location of co-workers
  - Enables "Find/Me Follow Me" functionality to locate co-workers
- ◆ **Composite Status/Profiles**
  - Set-up profiles for various statuses (e.g., Away from Office, In Meeting)
  - Changing the profile modifies a variety of things at once, such as call routing rules, availability, location and Do-Not-Disturb (DND) messages on phones—in one quick and easy step
- ◆ **Access Contacts Anywhere**
  - Conveniently access contact database from PC, WAP-enabled phone, Pocket PC or from any phone using speech recognition
- ◆ **User-defined Groups**
  - Helps ease the management of call routing rules
- ◆ **Custom Greetings**
  - Allows user to record unique, customized messages for particular callers to be played back during call routing
- ◆ **Streamlined User Interfaces**
  - User can chose from a variety of interfaces depending on his/her location, such as Web browser, WAP, Pocket PC, speech recognition, touchtone and more
- ◆ **Access to Phone Features**
  - Allows user to create a "favorites" list of phone system features most often used and store them in one place for quick access
- ◆ **Microsoft® Windows® Tray Client**
  - Enables quick access to features and provides status updates on incoming calls and co-workers, expediting call handling

## Product Compatibility

Unified Communicator software version 2.0 is designed to work with Axxess® v8.002 and later. Any Axxess node that the Unified Communicator software will monitor will need to be version 8.002 or later. Additionally, this new version of Unified Communicator software makes use of new OAI controls built into the platform. In order to take advantage of these enhancements, the CT Gateway will need to be version 4.0 or later. Unified Communicator is designed to work on a common server with SIP Server software version 1.0. For detailed descriptions of product compatibility and compliance, please refer to the Unified Communicator manual.

## Price List Information

Part Number	Description
828.1653	<b>Unified Communicator v2.0 and/or SIP Server v1.0 Base Kit</b> Includes: - 4U rackmount chassis (minimum 1 GHz) - 512 MB RAM - Min 20 GB hard drive - Network interface card Note: 1) Order one of Licensing - Single-User Unified Communicator v2.0 (840.0122) for each Unified Communicator user 2) Order Telephone User Interface - Unified Communicator (780.5003, 780.5004, 780.5005 or 780.5006) for text-to-speech 3) Order Voice User Interface - Unified Communicator (780.6002) for speech recognition
840.0122	<b>Licensing - Single-User Unified Communicator v2.0</b> Enables a single Unified Communicator account. Order one for each person using Unified Communicator. Note: When ordering the Licensing - Single-User Unified Communicator, please specify the quantity based on total number of Unified Communicator licenses needed.
780.5003	<b>2-Port Telephone User Interface - Unified Communicator</b> Includes: - Analog interface card - Security key - Text-to-speech licenses, two ports Requirements: Must also order Unified Communicator v2.0 and/or SIP Server v1.0 Base Kit (828.1653) and one or more of Licensing - Single-User Unified Communicator v2.0 (840.0122).
780.5004	<b>4-Port Telephone User Interface - Unified Communicator</b> Includes: - Analog interface card - Security key - Text-to-speech licenses, four ports Requirements: Must also order Unified Communicator v2.0 and/or SIP Server v1.0 Base Kit (828.1653) and one or more of Licensing - Single-User Unified Communicator v2.0 (840.0122).
780.5005	<b>8-Port Telephone User Interface - Unified Communicator</b> Includes: - Analog interface card - Security key - Text-to-speech licenses, eight ports Requirements: Must also order Unified Communicator v2.0 and/or SIP Server v1.0 Base Kit (828.1653) and one or more of Licensing - Single-User Unified Communicator v2.0 (840.0122).
780.5006	<b>24-Port Telephone User Interface - Unified Communicator</b> Includes: - Digital interface card - Security key - Text-to-speech licenses, 24 ports Requirements: Must also order Unified Communicator v2.0 and/or SIP Server v1.0 Base Kit (828.1653) and one or more of Licensing - Single-User Unified Communicator v2.0 (840.0122).
780.6002	<b>Voice User Interface - Unified Communicator</b> Enables speech recognition on a single Telephone User Interface port. Order one for every Telephone User Interface port that needs to be speech enabled. Requirements: Must also order Unified Communicator v2.0 and/or SIP Server v1.0 Base Kit (828.1653) and one or more of Licensing - Single-User Unified Communicator v2.0 (840.0122). Note: When ordering the Voice User Interface, please specify the quantity based on total number of voice ports needed.

For installations requiring more than 500 Unified Communicator users, please contact Sales Engineering for a specialty quote.

## Discontinued v1.0 Part Numbers

Along with the numerous feature changes in version 2.0, some of the pricing and part numbers have changed as well. As you can see in the above excerpt from the price list, we have created new part numbers for various Unified Communicator v2.0 components. With the new v2.0 pricing and part number schema, we will be discontinuing several version 1.0 part numbers. Effective October 28, 2003, the following part numbers will no longer be available:

Part Number	Description
828.1621	Unified Communicator and/or SIP Server Base Kit
827.9546	Licensing – 25 User Unified Communicator
827.9542	Licensing – 50 User Unified Communicator
827.9547	Licensing – 100 User Unified Communicator
827.9548	Licensing – 250 User Unified Communicator
827.9549	Licensing – 500 User Unified Communicator

## **Upgrade Information**

Unified Communicator v1.0 customers can upgrade to v2.0 for no additional cost.

## **Additional Information**

To learn more about Unified Communicator v2.0, please visit Product Launch Central on the edGe. Here you will find valuable sales materials including a white paper, FAQs, Features Overview and a Sales PowerPoint® presentation.

For further information regarding this announcement, please contact Inside Sales at 1-800-411-6655, extension 19758.